



COURSE OUTLINE

IBS321 International Business Strategy

Course Coordinator: Preston Teeter (Pteeter@usc.edu.au) **School:** School of Business and Creative Industries

2021 | Semester 2

USC Sunshine Coast
USC Moreton Bay
USC Southbank

ON CAMPUS

Most of your course is on campus but you may be able to do some components of this course online.

Online

ONLINE

You can do this course without coming onto campus.

Please go to the USC website for up to date information on the teaching sessions and campuses where this course is usually offered.

1. What is this course about?

1.1. Description

The aim of this unit is to focus on the implementation of corporate international business strategy and policy for global success in large multinational companies and in small and medium sized enterprises. As one of the capstone units in the International Business major, it is designed to build upon the knowledge base of previous units, introducing students to the strategic international business and management strategies taken by firms, and to expose students to the strategic choices with which international business managers face in the international environment.

1.2. How will this course be delivered?

ACTIVITY	HOURS	BEGINNING WEEK	FREQUENCY
ON CAMPUS			
Tutorial/Workshop 1 – In-class tutorial	2hrs	Week 2	11 times
Lecture – Pre-recorded concept videos and associated activity	1hr	Week 1	12 times
ONLINE 1			
Tutorial/Workshop 1 – Interactive zoom tutorial	2hrs	Week 2	11 times
Lecture – Pre-recorded concept videos and associated activity	1hr	Week 1	12 times

1.3. Course Topics

Globalisation of competition, sustainable development and social responsibility, global strategy, country attractiveness, strategic alliances, mergers and acquisitions, global marketing and operations, global human resource management, emerging markets

2. What level is this course?

300 Level (Graduate)

Demonstrating coherence and breadth or depth of knowledge and skills. Independent application of knowledge and skills in unfamiliar contexts. Meeting professional requirements and AQF descriptors for the degree. May require pre-requisites where discipline specific introductory or developing knowledge or skills is necessary. Normally undertaken in the third or fourth full-time study year of an undergraduate program.

3. What is the unit value of this course?

12 units

4. How does this course contribute to my learning?

COURSE LEARNING OUTCOMES	GRADUATE QUALITIES MAPPING	PROFESSIONAL STANDARD MAPPING
On successful completion of this course, you should be able to...	Completing these tasks successfully will contribute to you becoming...	Association to Advance Collegiate Schools of Business
1 Identify strategies for competing internationally adopted by organisations, drawing on relevant sources of information.	Knowledgeable	PC1.2 - Oral Communication PC3 - Creative and Critical Thinking PC6.2 - Discipline Knowledge
2 Analyse international strategies of firms drawing on current theories and concepts in the field.	Creative and critical thinker Engaged	PC1.2 - Oral Communication PC6.2 - Discipline Knowledge
3 Evaluate opportunities for competing internationally, drawing on current theories and concepts in the field.	Creative and critical thinker Empowered	PC1.2 - Oral Communication PC3 - Creative and Critical Thinking PC6.2 - Discipline Knowledge
4 Apply advanced written and oral communication techniques for professional business situations.	Knowledgeable Empowered	PC1 - Communication PC1.1 - Written Communication PC1.2 - Oral Communication

5. Am I eligible to enrol in this course?

Refer to the [USC Glossary of terms](#) for definitions of “pre-requisites, co-requisites and anti-requisites”.

5.1. Pre-requisites

BUS104 or IBS210

5.2. Co-requisites

Not applicable

5.3. Anti-requisites

Not applicable

5.4. Specific assumed prior knowledge and skills (where applicable)

Not applicable

6. How am I going to be assessed?

6.1. Grading Scale

Standard Grading (GRD)

High Distinction (HD), Distinction (DN), Credit (CR), Pass (PS), Fail (FL).

6.2. Details of early feedback on progress

The first assessment task is due in Week 4 to get early feedback on your progress. Additionally, tutorial activities in all weeks allow for formative feedback on course concepts.

6.3. Assessment tasks

DELIVERY MODE	TASK NO.	ASSESSMENT PRODUCT	INDIVIDUAL OR GROUP	WEIGHTING %	WHAT IS THE DURATION / LENGTH?	WHEN SHOULD I SUBMIT?	WHERE SHOULD I SUBMIT IT?
All	1	Oral	Individual	25%	5-minutes	Week 4	Online Assignment Submission
All	2	Portfolio	Individual	25%	1,500 words	Throughout teaching period (refer to Format)	Online Assignment Submission with plagiarism check
All	3	Report	Individual	50%	2,000 words	Exam Period	Online Assignment Submission with plagiarism check

All - Assessment Task 1: International business strategy presentation

GOAL:	This task provides an opportunity for you to identify and analyse how organisations expand internationally in a sustainable and socially responsible way		
PRODUCT:	Oral		
FORMAT:	<p>This is an individual assignment. You will deliver a 5-minute (recorded) presentation to the board of directors.</p> <p>This task is being used for measuring assurance of learning towards Association to Advance Collegiate Schools of Business (AACSB) accreditation. The following Program Learning Objective will be assessed: Program Learning Objective 1.2 - Demonstrate effective oral communication skills in a business context.</p> <p>Further details are provided on Blackboard.</p>		
CRITERIA:	No.		Learning Outcome assessed
	1	Insight and understanding (depth and breadth) of the international business concepts.	1 2 3
	2	Engagement and response to the audience	4
	3	Structure of the presentation	4
	4	Clarity, logic and flow of arguments and conclusions developed and presented	4
	5	Use of appropriate verbal and non-verbal communication	4
	6	Use of appropriate visual aids	4
	7	Use of effective time management	4

All - Assessment Task 2: International business strategy portfolio

GOAL:	To demonstrate knowledge of international business strategy issues and ability to conduct in-depth research and analysis of those issues.
PRODUCT:	Portfolio
FORMAT:	<p>During weeks 6 through 10, you will complete a range of activities related to the weekly topics. For each tutorial, you will analyse a real-life business case and conclude with the most suitable strategy for the company.</p> <p>A detailed task description is provided on Blackboard.</p>

CRITERIA:	No.	Learning Outcome assessed	
	1	Identification of strategies for competing internationally	1
	2	Analysis of international strategies	2
	3	Evaluation of opportunities for competing internationally	3

All - Assessment Task 3: International business strategy report

GOAL:	To demonstrate understanding and application of international business theories and conceptual frameworks.		
PRODUCT:	Report		
FORMAT:	Business report. You should prepare this assignment individually. Select relevant frameworks of analysis to demonstrate your knowledge of a firm's global strategy. Additional information regarding assessment structure and formatting will be provided on Blackboard.		
CRITERIA:	No.		Learning Outcome assessed
	1	Identification of strategies for competing internationally	1
	2	Analysis of international strategies	2
	3	Evaluation of opportunities for competing internationally	3
	4	Organisation and structure of written content	4
	5	Development and articulation of informed arguments	4
	6	Referencing of sources	4
	7	Accuracy and presentation of written work	4

7. Directed study hours

A 12-unit course will have total of 150 learning hours which will include directed study hours (including online if required), self-directed learning and completion of assessable tasks. Directed study hours may vary by location. Student workload is calculated at 12.5 learning hours per one unit.

8. What resources do I need to undertake this course?

Please note: Course information, including specific information of recommended readings, learning activities, resources, weekly readings, etc. are available on the course Blackboard site– Please log in as soon as possible.

8.1. Prescribed text(s) or course reader

Please note that you need to have regular access to the resource(s) listed below. Resources may be required or recommended.

REQUIRED?	AUTHOR	YEAR	TITLE	PUBLISHER
Required	Lasserre, P.	2017	Global Strategic Management	Macmillan Education UK

8.2. Specific requirements

Not applicable

9. How are risks managed in this course?

Health and safety risks for this course have been assessed as low. It is your responsibility to review course material, search online, discuss with lecturers and peers and understand the health and safety risks associated with your specific course of study and to familiarise yourself with the University's general health and safety principles by reviewing the [online induction training for students](#), and following the instructions of the University staff.

10. What administrative information is relevant to this course?

10.1. Assessment: Academic Integrity

Academic integrity is the ethical standard of university participation. It ensures that students graduate as a result of proving they are competent in their discipline. This is integral in maintaining the value of academic qualifications. Each industry has expectations and standards of the skills and knowledge within that discipline and these are reflected in assessment.

Academic integrity means that you do not engage in any activity that is considered to be academic fraud; including plagiarism, collusion or outsourcing any part of any assessment item to any other person. You are expected to be honest and ethical by completing all work yourself and indicating in your work which ideas and information were developed by you and which were taken from others. You cannot provide your assessment work to others. You are also expected to provide evidence of wide and critical reading, usually by using appropriate academic references.

In order to minimise incidents of academic fraud, this course may require that some of its assessment tasks, when submitted to Blackboard, are electronically checked through SafeAssign. This software allows for text comparisons to be made between your submitted assessment item and all other work that SafeAssign has access to.

10.2. Assessment: Additional Requirements

Eligibility for Supplementary Assessment

Your eligibility for supplementary assessment in a course is dependent of the following conditions applying:

The final mark is in the percentage range 47% to 49.4%

The course is graded using the Standard Grading scale

You have not failed an assessment task in the course due to academic misconduct

10.3. Assessment: Submission penalties

Late submission of assessment tasks may be penalised at the following maximum rate:

- 5% (of the assessment task's identified value) per day for the first two days from the date identified as the due date for the assessment task.

- 10% (of the assessment task's identified value) for the third day - 20% (of the assessment task's identified value) for the fourth day and subsequent days up to and including seven days from the date identified as the due date for the assessment task.

- A result of zero is awarded for an assessment task submitted after seven days from the date identified as the due date for the assessment task. Weekdays and weekends are included in the calculation of days late. To request an extension you must contact your course coordinator to negotiate an outcome.

10.4. Study help

For help with course-specific advice, for example what information to include in your assessment, you should first contact your tutor, then your course coordinator, if needed.

If you require additional assistance, the Learning Advisers are trained professionals who are ready to help you develop a wide range of academic skills. Visit the [Learning Advisers](#) web page for more information, or contact Student Central for further assistance: +61 7 5430 2890 or studentcentral@usc.edu.au.

10.5. Wellbeing Services

Student Wellbeing provide free and confidential counselling on a wide range of personal, academic, social and psychological matters, to foster positive mental health and wellbeing for your academic success.

To book a confidential appointment go to [Student Hub](#), email studentwellbeing@usc.edu.au or call 07 5430 1226.

10.6. AccessAbility Services

Ability Advisers ensure equal access to all aspects of university life. If your studies are affected by a disability, learning disorder mental health issue, injury or illness, or you are a primary carer for someone with a disability or who is considered frail and aged, [AccessAbility Services](#) can provide access to appropriate reasonable adjustments and practical advice about the support and facilities available to you throughout the University.

To book a confidential appointment go to [Student Hub](#), email AccessAbility@usc.edu.au or call 07 5430 2890.

10.7. Links to relevant University policy and procedures

For more information on Academic Learning & Teaching categories including:

- Assessment: Courses and Coursework Programs
- Review of Assessment and Final Grades
- Supplementary Assessment
- Administration of Central Examinations
- Deferred Examinations
- Student Academic Misconduct
- Students with a Disability

Visit the USC website: <http://www.usc.edu.au/explore/policies-and-procedures#academic-learning-and-teaching>

10.8. General Enquiries

In person:

- **USC Sunshine Coast** - Student Central, Ground Floor, Building C, 90 Sippy Downs Drive, Sippy Downs
- **USC Moreton Bay** - Service Centre, Ground Floor, Foundation Building, Gympie Road, Petrie
- **USC SouthBank** - Student Central, Building A4 (SW1), 52 Merivale Street, South Brisbane
- **USC Gympie** - Student Central, 71 Cartwright Road, Gympie
- **USC Fraser Coast** - Student Central, Student Central, Building A, 161 Old Maryborough Rd, Hervey Bay
- **USC Caboolture** - Student Central, Level 1 Building J, Cnr Manley and Tallon Street, Caboolture

Tel: +61 7 5430 2890

Email: studentcentral@usc.edu.au